




Invoice No.: IND-1016-0006

Sold To:
Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

Invoice Date: 4/20/17
Order Number: 0017544779
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2016 - 9/30/2017
Contract Amount: \$2,250,000.00
Contract Number: 17466
Date of Services: 3/1/2017 -3/31/2017
Payment requested for: Real Alternatives, Inc.
Description of Services and Total Paid: \$180,865.44
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A


Vendor's signature


Date



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EXCELLENCE

Accredited under the
Pennsylvania Association
of Nonprofit Organizations'
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112
717-541-1112 (V) 717-541-9713 (F)
www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com

Attachment B: Budget
 Real Alternatives, Inc. A70-5-041137
 Indiana Pregnancy & Support Services Program
 October 1, 2016 - September 30, 2017

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-Feb 2017	Actual Cost Mar-17	Actual Expenses YTD-Mar 2017	Remaining Cost Apr 2017 to Sep-2017
Administrative Salary		President & CEO	\$55,000.00	13,706.62	\$2,023.70	15,730.32	\$39,269.68
Administrative Salary		VP of Administration	\$20,000.00	8,468.94	\$1,609.47	10,078.41	\$9,921.59
Administrative Salary		Assistant Director of Finance	\$0.00	-	-	-	\$0.00
Administrative Salary		Senior Accountant	\$6,000.00	3,493.25	\$602.84	4,096.09	\$1,903.91
Administrative Salary		Junior Accountant	\$0.00	-	-	-	\$0.00
Administrative Salary		Bookkeeper	\$2,000.00	347.72	\$137.14	484.86	\$1,515.14
Services Salary		VP of Operations	\$40,000.00	7,449.81	\$1,686.47	9,136.28	\$30,863.72
Services Salary		Indiana Services Director	\$40,000.00	-	-	-	\$40,000.00
Services Salary		Services Coordinator	\$10,000.00	2,236.28	\$368.32	2,604.60	\$7,395.40
Services Salary		Services Assistance	\$7,500.00	1,635.04	\$81.70	1,716.74	\$5,783.26
Services Salary		Billing Coordinator	\$5,000.00	767.52	\$84.24	851.76	\$4,148.24
Services Salary		Service Provider Approval	\$2,000.00	58.16	-	56.16	\$1,943.84
Services Salary		Service Provider Monitoring	\$3,000.00	48.78	\$ 9.57	58.35	\$2,941.65
Services Salary		Hotline Counselor	\$2,000.00	535.25	\$86.08	621.33	\$1,378.67
		Subtotal	\$192,500.00	\$38,745.37	\$6,689.53	\$45,434.90	\$147,065.10
Administrative Fringe		Unused Sick	\$0.00	-	-	-	\$0.00
Services Fringe		Unused Sick	\$0.00	-	-	-	\$0.00
Administrative Fringe		Payroll Taxes	\$5,000.00	1,429.47	\$343.39	1,772.86	\$3,227.14
Services Fringe		Payroll Taxes	\$9,000.00	668.75	\$172.87	841.62	\$8,158.38
Administrative Fringe		Workers' Comp	\$500.00	101.67	\$16.82	118.49	\$381.51
Services Fringe		Workers' Comp	\$500.00	83.19	\$13.76	96.95	\$403.05
Administrative Fringe		Pension	\$2,500.00	684.24	\$129.36	813.60	\$1,686.40
Services Fringe		Pension	\$2,000.00	293.69	\$84.46	358.15	\$1,641.85
Administrative Fringe		Employee Group Ins	\$14,000.00	3,987.67	\$776.99	4,764.66	\$9,235.34
Services Fringe		Employee Group Ins	\$10,000.00	1,586.71	\$320.69	1,907.40	\$8,092.60
		Subtotal	\$43,500.00	\$8,835.39	\$1,838.34	\$10,673.73	\$32,826.27
Administrative Travel		Travel/Lodging	\$500.00	20.53	\$ -	20.53	\$479.47
Services Travel		Travel	\$10,000.00	844.83	\$ 148.66	993.49	\$9,006.51
		Subtotal	\$10,500.00	\$865.36	\$148.66	\$1,014.02	\$9,485.98
Administrative Supplies		Office Expense	\$31,000.00	1,512.26	\$171.90	1,684.16	\$29,315.84
Administrative Supplies		Computer Resources/Upgrades	\$15,000.00	-	-	-	\$15,000.00
Services Supplies		Client Education Materials	\$20,000.00	4,506.00	\$91.42	4,597.42	\$15,402.58
Services Supplies		Pregnancy Test Kits	\$5,000.00	2,158.20	\$403.30	2,561.50	\$2,438.50
		Subtotal	\$71,000.00	\$8,176.46	\$666.62	\$8,843.08	\$62,156.92
Administrative Contracts		Accounting/IT/Legal consulting	\$10,000.00	727.93	\$153.92	881.85	\$9,118.15
Administrative Contracts		Auditing	\$4,000.00	1,278.83	\$211.54	1,490.37	\$2,509.63
Administrative Contracts		Copier Service Contracts	\$750.00	236.55	\$87.82	324.37	\$425.63
Services Contracts		Client Service Providers	\$1,809,500.00	768,217.83	\$169,202.88	937,420.71	\$872,079.29
Services Contracts		Meetings/Seminars/Conference	\$7,000.00	-	-	-	\$7,000.00
Services Contracts		Services Advertising	\$0.00	-	\$0.00	-	\$0.00
Services Contracts		Services Database Consulting	\$15,000.00	1,466.25	\$637.50	2,103.75	\$12,896.25
		Subtotal	\$1,846,250.00	\$771,927.39	\$170,293.66	\$942,221.05	\$904,028.95
Administrative Other		Professional Development	\$2,000.00	665.15	\$118.20	783.35	\$1,216.65
Administrative Other		Job advertising	\$500.00	133.48	\$ 110.98	244.46	\$255.54
Administrative Other		New employee screening	\$250.00	-	-	-	\$250.00
Administrative Other		Postage/Shipping	\$10,000.00	836.09	\$68.16	904.25	\$9,095.75
Administrative Other		Rent	\$40,000.00	3,912.23	\$646.61	4,558.84	\$35,441.16
Administrative Other		Telephone Service	\$3,500.00	860.67	\$107.69	968.36	\$2,531.64
Administrative Other		General Business Liability Ins	\$1,000.00	182.00	\$30.11	212.11	\$787.89
Administrative Other		Insurance - Directors & Officers	\$1,500.00	454.34	\$75.16	529.50	\$970.50
Services Other		Toll Free Referral System	\$2,500.00	306.72	\$71.72	378.44	\$2,121.56
Services Other		Contract Clostout Cost	\$25,000.00	-	-	-	\$25,000.00
		Subtotal	\$86,250.00	\$7,350.68	\$1,228.63	\$8,579.31	\$77,670.69
		Administrative	\$225,000.00	43,039.64	\$7,421.80	50,461.44	\$174,538.56
		Services	\$2,025,000.00	\$792,861.01	\$173,443.64	\$966,304.65	\$1,058,695.35
		Total	\$2,250,000.00	\$835,900.65	\$180,865.44	\$1,016,766.09	\$1,233,233.91

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2016-17

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-Feb 2017	Mar-17	YTD-Mar 2017	Apr 2017 to Sep-2017
President & CEO	\$55,000.00	\$ 13,706.62	\$ 2,023.70	\$ 15,730.32	\$39,269.68
VP of Administration	\$20,000.00	\$ 8,468.94	\$ 1,609.47	\$ 10,078.41	\$9,921.59
Assistant Director of Finance	\$0.00	\$ -	\$ -	\$ -	\$0.00
Senior Accountant	\$6,000.00	\$ 3,493.25	\$ 602.84	\$ 4,096.09	\$1,903.91
Junior Accountant	\$0.00	\$ -	\$ -	\$ -	\$0.00
Bookkeeper	\$2,000.00	\$ 347.72	\$ 137.14	\$ 484.86	\$1,515.14
Professional Development	\$2,000.00	\$ 665.15	\$ 118.20	\$ 783.35	\$1,216.65
Payroll Taxes	\$5,000.00	\$ 1,429.47	\$ 343.39	\$ 1,772.86	\$3,227.14
Workers Compensation Insurance	\$500.00	\$ 101.67	\$ 16.82	\$ 118.49	\$381.51
Pension	\$2,500.00	\$ 684.24	\$ 129.36	\$ 813.60	\$1,686.40
Employee Group Insurance	\$14,000.00	\$ 3,987.67	\$ 776.99	\$ 4,764.66	\$9,235.34
Job Advertising	\$500.00	\$ 133.48	\$ 110.98	\$ 244.46	\$255.54
New Employee Screening	\$250.00	\$ -		\$ -	\$250.00
Total Personnel	\$ 107,750.00	\$ 33,018.21	\$ 5,868.89	\$ 38,887.10	\$ 68,862.90
Operating	Budgeted Dollars				
Accounting/IT/Legal Consulting	\$10,000.00	\$ 727.93	\$153.92	\$ 881.85	\$9,118.15
Postage/Shipping	\$10,000.00	\$ 836.09	\$ 68.16	\$ 904.25	\$9,095.75
Auditing	\$4,000.00	\$ 1,278.83	\$ 211.54	\$ 1,490.37	\$2,509.63
Travel/Lodging	\$500.00	\$ 20.53		\$ 20.53	\$479.47
Rent	\$40,000.00	\$ 3,912.23	\$ 646.61	\$ 4,558.84	\$35,441.16
Telephone Service	\$3,500.00	\$ 860.67	\$ 107.69	\$ 968.36	\$2,531.64
General Business Liability Insurance	\$1,000.00	\$ 182.00	\$ 30.11	\$ 212.11	\$787.89
Insurance-Directors & Officers	\$1,500.00	\$ 454.34	\$ 75.16	\$ 529.50	\$970.50
Office Expense	\$31,000.00	\$ 1,512.26	\$ 171.90	\$ 1,684.16	\$29,315.84
Computer Resources	\$15,000.00	\$ -	\$ -	\$ -	\$15,000.00
		\$ -		\$ -	
Total Operating	\$ 116,500.00	\$ 9,784.88	\$ 1,465.09	\$ 11,249.97	\$ 105,250.03
Equipment	Budgeted Dollars				
Equipment Service Contracts	\$750.00	\$ 236.55	\$ 87.82	\$ 324.37	\$425.63
Total Administrative Expenses	\$ 225,000.00	\$ 43,039.64	\$ 7,421.80	\$ 50,461.44	\$ 174,538.56

Actual Services Expenses
Indiana: Fiscal Year 2016-17

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-Feb 2017	Mar-17	YTD-Mar 2017	Apr 2017 to Sep-2017
Vice President of Operations	\$40,000.00	\$ 7,449.81	\$ 1,686.47	\$ 9,136.28	\$30,863.72
Indiana Services Director	\$40,000.00	\$ -		\$ -	\$40,000.00
Services Coordinator	\$10,000.00	\$ 2,236.28	\$ 368.32	\$ 2,604.60	\$7,395.40
Billing Coordinator	\$5,000.00	\$ 767.52	\$ 84.24	\$ 851.76	\$4,148.24
Services Assistance	\$7,500.00	\$ 1,635.04	\$ 81.70	\$ 1,716.74	\$5,783.26
Service Provider Approval	\$2,000.00	\$ 56.16	\$ -	\$ 56.16	\$1,943.84
Service Provider Monitoring	\$3,000.00	\$ 48.78	\$ 9.57	\$ 58.35	\$2,941.65
Hotline Counselor	\$2,000.00	\$ 535.25	\$ 86.08	\$ 621.33	\$1,378.67
Payroll Taxes	\$9,000.00	\$ 668.75	\$ 172.87	\$ 841.62	\$8,158.38
Workers Compensation Insurance	\$500.00	\$ 83.19	\$ 13.76	\$ 96.95	\$403.05
Pension	\$2,000.00	\$ 293.69	\$ 64.46	\$ 358.15	\$1,641.85
Employee Group Insurance	\$10,000.00	\$ 1,586.71	\$ 320.69	\$ 1,907.40	\$8,092.60
Total Personnel	\$ 131,000.00	\$ 15,361.18	\$ 2,888.16	\$ 18,249.34	\$ 112,750.66
Operating	Budgeted Dollars				
Client Education Materials	\$20,000.00	\$ 4,506.00	\$91.42	\$ 4,597.42	\$15,402.58
Services Advertising	\$0.00	\$ -	\$0.00	\$ -	\$0.00
Meetings/Seminars/Conference	\$7,000.00	\$ -		\$ -	\$7,000.00
Travel/Lodging To Service Provider	\$10,000.00	\$ 844.83	\$ 148.66	\$ 993.49	\$9,006.51
Srvcs Database Consulting & Dev	\$15,000.00	\$ 1,466.25	\$637.50	\$ 2,103.75	\$12,896.25
Client Service Providers	\$1,809,500.00	\$ 768,217.83	\$169,202.88	\$ 937,420.71	\$872,079.29
Toll-free Referral System	\$2,500.00	\$ 306.72	\$71.72	\$ 378.44	\$2,121.56
Contract Closeout Cost	\$25,000.00	\$ -		\$ -	\$25,000.00
		\$ -		\$ -	
		\$ -		\$ -	
		\$ -		\$ -	
Total Operating	\$ 1,889,000.00	\$ 775,341.63	\$ 170,152.18	\$ 945,493.81	\$ 943,506.19
Equipment	Budgeted Dollars				
Pregnancy Test Kits	\$5,000.00	\$ 2,158.20	\$ 403.30	\$ 2,561.50	\$2,438.50
Total Services Expenses	\$ 2,025,000.00	\$ 792,861.01	\$ 173,443.64	\$ 966,304.65	\$ 1,058,695.35